Salesforce App Builder

Questions and Answers

1. What is a use case for approval processes? Select 2

   1. Ensure an opportunity has at least one product added.
   2. Approve expense reports automatically when less than $50
   3. Update the PTO record field with the user's manager.
   4. Require CFO to review the salary range for all job offer

2. What rules can be used to Opportunity object? (2)

   1. Auto-response
   2. Validation
   3. Assignment
   4. Workflow

3. Which statement is true about an external ID field? Select 2.
A.   The field can be unique based on case-sensitive or case-insensitive values.
B.   The field must contain at least one number and at least one letter.
C.   The field must be unique since duplicates are not allowed within salesforce
D.   The field contains unique record identifiers from a system outside of salesforce.
https://help.salesforce.com/articleView?id=faq_import_general_what_is_an_external.htm&type=0
4. UVC uses a custom object to track site visits, When the status of a site visit is changed from "in process " to "On hold " the business wants the site visit owner to be automatically assigned to an "On hold " Queue. Which capability can be used to accomplish this.

   1. Action
   2. Assignment rule
   3. Apex Trigger
   4. Visual workflow

5. Existing encrypted fields cannot be converted into texts fields.
A.   Yes
B.   No
6. What Is true statement regarding roll up summary fields. Select 2 .
A. Roll up summary fields can only be created on the master of master-detail relationship
B. The roll up summary field inherits the field level security of the child object.
C. Multi select picklist files can be used in the field column of the field column of roll up summary filters.
D. Changes to the value of a roll up summary field can trigger assignment rules to run
7. What can be branded in SF1? (3)

   1. Loading page color
   2. Loading logo
   3. Action tab bar

4. Header and Search

8. Universal Containers introduces a custom object called Service, which has a lookup to Account. Field enter Service using the Salesforce1 mobile app. Operators create new Service records when viewing Account name which needs to automatically display the current Account. How can this be accomplished?

1. Create an action in the Service object and add it to the Account page layout
2. Create an action in the Service object and add it to the Service page layout
3. Create an action in the Account object and add it to the Service page layout.
4. Create an action in the Account object and add it to the Account page layout.

9. UVC wants to standardize their business logic. They want to ensure that workflow order is guaranteed to the same each time. Which feature can be used to accomplish this? Select 2.

1. Lighting process builder
2. Workflow
3. Chatter actions
4. Visual workflow

10. UVC would like to use a chatter group for their mergers and acquisitions team to collaborate on potential new projects. This group should not be visible for non-members to see or join, and can be accessed by invite only. Which chatter group type should the app builder recommend?

1. A.Public group
2. B.Private group
3. C.Unlisted group
4. D.Member group

11. What is a capability of schema builder? (2)
A. To update descriptions of standard and custom objects
B. To modify custom field help text on standard objects
C. To enable field history tracking on standard objects
D. To create new lookup or master-detail object relationships
12. Invoices in SAP need to be reviewed from Salesforce Account object Home. (2)
A. Data Loader
B. From SAP config
C. O-DATA
D. External object

13. Universal Containers has a workflow on opportunity that will change the status field to "In Progress" when the Stage field is changed "Negotiation." In addition, there is a validation rule on Status that will prevent the status being set to "In Progress" if the amount of the opportunity is less than $10,000.A user named Frank does not have FLS to see status. When Frank changes opportunities to a stage of "Negotiation" the status is still being changed to "In Progress", why is this occurring?
A. Workflow rules cannot trigger a validation rule
B. Workflow rules occur after validation rules and thus override validation rules.
C. Field Level Security prevents the validation rule from running.

14. Which statement about record types is true? (2)
A. Users cannot view records assigned to a record type their profile does not have access to
B. The ability to create records of a specific record type is determined by the profile
C. Record types can only be assigned to one profile at a time
D. Record types can be used to define picklist values available for a given field

15. What determines whether a user can create a new record using a specific record type?
A. Field level security
B. Profile
C. Page Layout
D. Sharing

16. Sales representatives want to capture custom feedback record related to each Account. The sales reps want to accomplish this with minimal clicks on the Salesforce1 mobile application. (2)
A. Create a global action on Account
B. Create a feedback object as a parent account
C. Create predefined values for most of the fields
D. Create an object-specific action on Account

17. Actions on a Lightning Page allow you to do which of the following?
A. Clone records, add users, and assign permissions.
B. Send email, send outbound messages, and launch a flow.
C. Send email and delete or clone records.
D. Send email, create a task, and create or update records.

18. What is a true statement regarding master-detail relationships. (3)
A. Master-detail relationship can be converted to a lookup relationship if no roll-up summary fields exist on the master subject
B. Master-detail relationships cannot be converted to a look-up relationship

C. A master-detail relationship cannot be created if the custom object on the detail side already contains data

D. Standard objects can be on the detail side of a custom object in a master-details relationship

E. Deleting a master record in a master-detail relationship deletes all related detail records

19. Which type of field cannot be universally required? (2)
A. Lookup
B. Email
C. Text
D. Summary

20. What is a true statement regarding case assignment rules? (Choose 3 answers)
A. They allow cases to be assigned to a queue
B. They allow for more than one active rule at the same time
C. A predefined Case Team is mandatory for each rule entry
D. They allow for more than one rule entry for each assignment rule
E. Salesforce processes case assignment rules before workflow rules

21. You want to use an External Data Object Table from Heroku carrying Product Category information. The data need to be included in Salesforce and searchable. What do you have to do before you can use the connection. (2)
A. URL / choose the URL
B. Press "validate and sync"
C. Choose "include as index field"
D. Choose "include in Salesforce searches" option

22. What are the capabilities of schema builder? (2)
A. Viewing page layouts in a new window
B. Editing custom settings
C. Showing selected objects on a page
D. Creating a new record type

23. The app builder at UVC has been asked to ensure that the amount field is populated when the stage is set to closed won.What can be used to meet this requirement?
A. Workflow
B. Lighting process builder
C. Approval process

D. Validation rule

24. When a user creates a record by using an object-specific create action, what feed item for that record appears? (Choose 3 answers)
A. In the Chatter feed of the user who created the record
B. In the Chatter feed of the first user who follows the record on which the record was created
C. As the first entry in the feed for the new record
D. In the user profile feed for all users who can view the record
E. In the feed for the record on which the new record was created

25. For which report types custom summary formulas are available? (3)
A. Joined
B. Summary
C. Tabular
D. Matrix

26. Field type conversion. Which of the following are true: (2)
A. Data can be lost when converting from auto-number to text
B. Data can be lost when converting from number to currency (assuming that field lengths are identical)
C. Information can be lost when converting from text area (rich) to text area (long)
D. Data can be lost when converting from simple picklist to multi picklist
https://help.salesforce.com/articleView?id=notes_on_changing_custom_field_types.htm&type=0

27. What metadata can be made manually in production without deployment? (2)
A. Apex class
B. Visualforce
C. Apex trigger
D. Reports and Dashboards

28. What type of field can be used to filter a report chart that has been added to page Layout?
A. Standard field
B. Matching ID field
C. Formula field
D. Name field

29. What can be done after workflow field re-evaluation?
A. Option 1

B. Invalid data

C. Trigger another rule

D. Out of hour limit (loop)

30. What is the capability of sand box template? Select 2.

A.   Create a partial copy sandbox from a partial copy sandboxes environment

B.   Save a template for re-use when creating a partial copy sandbox environment

C.   Specify the data range for data being replicated in a partial copy sandbox environment

D.   Specify the objects whose data should be replicated in the partial copysandbox environment

31. Which of the following can be source of report chart placed in page layout? (2)

A.   Summary

B.   Joined

C.   Tabular

D.   Matrix

32. UVC wants to display a message when a case follow up. What can be used to display different text on the case record depending on the number of days a case is opened? [doubt]

A.   Formula field

B.   Workflow update

C.   Lighting process builder

D.   Case process

33. Which setting is available to customize salesforce1 mobile app for branding ? Select 3.

A.   Action bar color

B.   Header and search bar color

C.   Notification and search icon

D.   Background color on loading page

E.   The image on loading page

34. Universal containers has a custom object that has a N:M relationship with opportunityLineItem carrying price and amount information. In order to compute total amounts and total prices per Opportunity using Rollup summary fields, what field type will you use.

A.   Crossobject

B.   Master-Detail

C.   Lookup

D.   Junction

35. In order to delete a record smth needs to be approved.
A.   Approval with Apex Trigger
B.   Approval with Workflow
C.   Option 3
D.   Option 4

36. Which capability allows an app builder to grant object level access? Select 2.
A.   Assigning a user a role that allows read access to an object
B.   Assigning a user a permission set that allows for read and Edit access to an object
C.   Assigning a user a profile that allows read access to an object
D.   Assigning a user a public group that allows for read and edit access to an object

37. What is true when changing the following field types? (3)
A.   No data is lost when changing Picklist to Multipicklist
B.   Data is lost when changing Number to Currency
C.   Rollup summary fields will stop calculate if Master Detail is changed to lookup
D.   No data is lost when converting Text to auto number
E.   Data can be lost when changing from Rich Text to Long Text

38. Which values must be defined when creating a new Opportunity stage? (3)
A.   Close date
B.   Probability
C.   Amount
D.   Type
E.   Forecast category

39. Which sandbox is used for performance testing?
A.   Developer
B.   Full
C.   Partial
D.   Developer Pro

40. What is the capability of the Schema Builder? (2)
A. Open page layout in new window
B. Choose object
C. Customize settings
D. To update descriptions of standard and custom objects

41. UVC has a junction object called invoice with primary master-detail relationship with accounts and a secondary master detail relationship with contacts. The app builder has requirement to change the primary master relationship to lookup. What happens to the master detail relationship with contacts?

A. The contacts master detail field is deleted from the object

B. The contacts master detail also converts to lookup

C. The contacts master detail becomes the primary

D. The contacts master detail values are cleared from invoice

42. A divisional manager wants to add a report chart into a page layout. Which report format can be used as the source report to accomplish this? Select 2

A. Matrix format with chart

B. Tabular format with a chart

C. Summary format with a chart

D. Joined format with a chart

43. Which opportunity standard field is available to be configured directly. (3)

A. Lead source

B. Stage

C. Forecast category

D. Type

44. What is a true statement in regards to converting a tabular, summary, or matrix report to a joined report?

A. Joined report blocks are formatted as matrix reports

B. Bucket field are notsupported in joined reports

C. Report formula fields are not supported in joined reports

D. The rows to display filter is not supported in joined reports

E. Cross filter are not supported in joined reports

45. Universal containers has included its orders as an external data object into Salesforce. You want to create a relationship between Accounts and the Orders object (one-to-many relationship) leveraging a key field for account which is on both external object and Account. Which relationship do you create:

A. External Lookup Relationship

B. Master Detail Relationship

C. Lookup Relationship

D. Indirect Lookup Relationship

46. When moving Tabs using change sets but without profiles what will be the view of tabs in new org?

A. Hidden

B. Def on

C. Def off

D. Option 4

47. Universal Containers would like to implement business processes on the Opportunity object. What should be used to meet this requirement? (3)

A.   Page Layouts

B.   Opportunity Teams

C.   Sales Processes

D.   Record Types

E.   Field Sets

48. An admin is trying to add a custom VF page to the mobile app quick navigation menu but can't. What might be the problem? [doubt]

A.   The VF page references / fields that the user can't access

B.   The menu configuration has not been set up correctly for the VF page

C.   The smart search is not enabled for the VF page

D.   A tab has not been created for the VF page

https://trailhead.salesforce.com/en/modules/visualforce_mobile_salesforce1/units/visualforce_mobile_salesforce1_nav_menu

49. A custom object named assignment has a private sharing setting that grants access using hierarchies. The organization has a role hierarchy where the "Specialist" role reports to a "Manager" role which reports to a "Director" role. The Director role is at the top of the role hierarchy. A user who is in the manager role create a new assignment record. Who can see this record?

A.   The record owner and those above the specialist role in their hierarchy

B.   The record owner and the specialists in their hierarchy

C.   The record owner and the managers in their hierarchy

D.   The record owner and the directors in their Hierarchy

50. An app builder has created a report for salespeople to view records from a custom object. Someone complained they are unable to see all of the appropriate records. What steps should be taken to ensure data visibility within the report? (3)

A.   Check sharing rules

B.   Check report filters

C.   Check the report folder sharing settings

D.   Check organization-widedefaults

E.   Check the user's profile for object settings

51. What is a feature that can extend record access beyond the Organization wide defaults?

A.   Public or private groups

B.   Owner based sharing rules

C.   Criteria based sharing rules

D.   Dynamic role hierarchy

52. Which statement is true for embedding a visual force page in a page layout. (2) [doubt]

A.   Visualforce pages on a field set have attributes for width and height

B.   Visualforce pages can only be placed in the visual force section in the page layout

C.   Visualforce pages on a page layout have attributes for width and height

D.   Visualforce pages can be placed anywhere in a page layout

https://trailhead.salesforce.com/en/modules/visualforce_mobile_salesforce1/units/visualforce_mobile _salesforce1_layouts_cards

53. What may occur if workflow rules are reevaluated after a field change by a field update? (2)

A.   Workflow rules trigger validation rules on field updates

B.   A recursive loop potentially results in exceeding organizational limits

C.   Cross-object workflow rules result in re-evaluation after field change

D.   Workflow rules trigger more workflow rules to be re-evaluated

54. What is a key consideration when using unmanaged package (2)

A. A namespace is not required to create an unmanaged package

B. A namespace is required to create an unmanaged package

C. The person who created the unmanaged package has no control over the installed components

D. The person who created the unmanaged package can change or upgrade installed components

55. UVC provides access to salesforce for their sales, service and marketing teams, Manager want to ensure that when users log in, their home tab provide access to links and documentation that are specifically relevant to their job function. How to this requirement be met?

A. Create separate home page and custom components and layouts; Assign to users by profile

B. Expose specific elements within a home page custom component determined by role

C. Create separate home page and custom components and layouts; Assign to users by role

D. Expose specific elements within a home page custom component determined by Profile

56. UC is importing 1000 records and want to avoid duplicate, how can they do it?

A. Use "prevent duplicates"
B. Include a column in the import file that has other record name (SF ID)
C. Run duplicate check
D. Manually merge

57. When an opportunity close date is delayed by more than 60 days, the manager and the VP of sales must approve the change. (2)
A. Build an approval process that requires unanimous approval from the manager and VP of sales
B. Build a validation rule that does not allow a user to save the opportunity record
C. Create a workflow rule that checks for close date less than 60 days and add an email alert
D. Create a lighting process builder flow that submits the record for an approval process

58. What tools you need to use to migrate Metadata to Two Different Production Orgs? (3)
A. Change Set
B. Force.Com Migration Tool
C. Unmanaged Package
D. Force.Com IDE
E. Data Loader

59. UVC has a custom assessment object used by three divisions. Each division wants to track different information on the assessments, including different values for the status picklist. Division managers do not want their teams to be able to create another division's assessment. How to accomplish?
A. Create three pages layout to determine the fields and picklist values for each user based on the division indicated on their user record. Use field level security to restrict access to division's fields
B. Create additional custom assessment objects, one for each division, to track their assessment so information can be tracked separately. Use profiles to restrict access to the three custom objects
C. Create a separate page layout for each division and assign them using profiles. Use the profile settings to configure each division's custom field list and picklist values for assessments
D. Create separate assessment record types for each division and use them to limit picklist values. Create separate page layout s for each record type and use profiles to restrict record type access

60. Universal Containers wants to rollout new product bundles with several pricing options. Pricing options include product-price bundles, account specific pricing and more. Which product satisfies the needs? [doubt]
A. Lightning process builder
B. Custom AppExchange-app for product-pricing
C. Workflow on Opportunity/Opportunity Product
D. Formula fields on Opportunity/Opportunity Product

61. What can be added to a Lightning Page using Lightning App Builder?(3)

A.

Custom Visualforce Component

B.

Standard Lightning components

C.

Object-specific publisher actions

D.

Global publisher actions

E.

Custom Lightning components

62. Which of these actions are executed after a re-evaluated workflow? (Choose 3 answers):

A.

Active Validation rules

B.

Previously fired workflow rules

C.

Active Escalation rules

D.

Cross-object workflow rules

E.

Criteria-based sharing rules

63. What are the recommendations for unmanaged packages? (2)

A.

For sale in App Ex

B.

For move to production

C.

For open source

D.

Should be deployed from Dev Edition

64. Which object can be member of a campaign. (2)

A.

Lead

B.

Account

C.

<mark>Contact</mark>

D.

Opportunity

65. Identify the standard Lightning components. (Choose 3 answers):

A.

<mark>Visualforce Page</mark>

B.

<mark>Rich Text</mark>

C.

Dashboards

D.

<mark>List View</mark>

E.

Reports

66. Which statement is true when using record types to control picklistvalue. (2)

A.

<mark>If a picklist value is added to the master picklist, then the new value must be manually included in the appropriate record types</mark>

B.

<mark>If a picklist value is removed from the master, then it is no longer available when records assigned to that value</mark> are unchanged

C.

If a record type is renamed, then the list of values included in that record type are also changed to newly renamed record types

D.

If values are added to the Opportunity Stage, Case Status, and Lead Status fields, then the values must be manually adjusted for each record type

<mark style="background-color:#00ff00">67. Person Accounts (Choose 2 answers):</mark>

A.   Have the same icon as Business accounts

B.   Are enabled via feature license

C.   <mark>Can only be merged with other person accounts</mark>

D.   Are enabled by default

E.   <mark>Do use space in both account</mark> and contacts table

68. UV containers need to add an additional recipient to workflow email alert that is fired from the case object. What type of field could be added to the case object to allow the additional desired recipient on the email alert? Select 2 options.

A.   Email field
B.   Text field
C.   Lookup field
D.   Formula field

69. To synchronize accounts, orders, and shipments in real time, a developer has built a custom interface between an external system and salesforce. Prior to deployment, the developer needs to confirm that the interface can sustain the syncing of thousands of records at a time. Which sandbox environment is recommended to complete performance and load testing.

A.   Partial sandbox
B.   Developer sandbox
C.   Full sandbox
D.   Developer pro sandbox

70. Representatives at Universal Con use salesforce to record information for new Leads. When new prospects are added, an outbound message is sent to SAP with the Lead's info.

A.   Design an approval process
B.   Create a process using lightning process builder
C.   Create a workflow rule
D.   Use Visual Workflow

71. Sales and marketing users have similar roles, and use similar record types. However sales uses 3 different fields and marketing has 5, how do you set up processes the most efficiently (something like that)

A.
2 page layouts, 2 record types, 2 profiles
B.
2 page layouts, 1 record type, 2 profiles
C.
1 page layout, 1 record type, 1 profile
D.
1 page layout, 2 record types, 2 profiles

72. UVC needs the ability to generate contract documents. All the data required for a contract resides in a custom object. What is the recommend solution?

A.
Select and install an AppExchange product to meet the contract generation needs

B.

Create the HTML template for contract and store it in the public folder

C.

Store a template in the static resources and configure the action link template to use it

D.

Enable the contracts feature and create a custom contract template based on the standard template

73. The organization wide default for a custom object is set to private. The supervisor profile grants view access to the same object. A user with the supervisor profile is also listed as the manager on the user detail records for a subordinate. What is preventing the supervisor from viewing record owned by subordinates?(2)

A.

Organization-wide settings for the custom object do not grant access using hierarchy.

B.

The supervisor's role is not above the subordinate's role in the hierarchy

C.

Organization wide settings for the custom object grant access to their users with the same role

D.

The supervisor requires a permission set in order to view the subordinate's record

74. Need to change ownership when field of custom object changed.

A.

Apex trigger

B.

Assignment Rule

C.

Validation Rule

D.

Visual Workflow

75. UVC is rolling out a new customer service process. Customer service managers will need to edit cases for their subordinates, but not cases for other groups, managers and users should be able to view all cases What is the recommended solution to configure this? select 2.

A.

Create criteria based sharing rules

B.

Create standard role hierarchies.

C.

Set organization wide sharing defaults to private

D.

Set organization-wide sharing defaults to public read/only

76. Which statement is true when defining a create custom action for the contact object? (2)

A.

The create action will ignore field requirements

B.

The create action will respect validation rules

C.

The create action allows a user to select a record type

D.

The create action can pre-define contact field values

77. What data type can be used to summarize roll-up summary. (3)

A.

Date

B.

Percent

C.

Number

D.

Time

E.

Currency

78. Universal Containers needs to update a field on an Account when an Opportunity Stage is changed to Closed Lost. (2)

A.

Workflow Rule

B.

Approval Process

C.

Lightning Process Builder

D.

Assignment Rule

79. Where can a custom button be placed? Select 3 .

A.

On a custom list view

B.

On the person account

C.

On a related list

D.

On a web-to-case form

E.

On the user object

80. Universal Containers has a complex development environment. The company needs the ability to refresh their sandbox weekly. The refresh should include the latest configuration and some of the data.Which sandbox environment meets these requirements:

A.

Full Sandbox

B.

Developer Pro Sandbox

C.

Partial Copy Sandbox

D.

Developer Sandbox

https://developer.salesforce.com/forums/?id=906F0000000kCkmIAE

81. Users at UVC need to be able to quickly create a contract record from the account record's chatter feed. How should the app builder enable this functionality?

A.

By creating a custom "Create a record" action on the account.

B.

By creating a custom "Detail page " Button on the account.

C.

By creating a custom "Detail page" Button on the contract.

D.

By creating a custom "Create a record" Action on the contract.

82. Which use case can be accomplished using a custom link? (3)

A.

To create a custom visual flow

B.

Navigate to Apex trigger

C.

To create a record page

D.
To a process to update current record
E.
To external system using data of salesforce

83. Universal Container installs an unmanaged package. Which of the following are true: (choose 2):changed
A. Unmanaged packages can be upgraded
B. Unmanaged packages don't have a version number
C. Tests are executed during deployment
D. Unmanaged packages have a namespace prefix
E. Components of unmanaged packages can be edited

84. What is a section of the lightning app builder tool? select 3
A. Components
B. Selected publisher actions
C. Mini page layout
D. Canvas
E. Mobile card

85. UVC has separate business requirements for consumer and business opportunities. The sales team works both of opportunities. The app builder created two record types on the Opportunity object. What action can be performed? select 2.
A. Enable field validation by sale process.
B. Create unique opportunity stages by sales process
C. Specify a different page layout by sales process
D. Prevent access to secure data fields by sales process

86. Which attribute must field have to be used in external modeling?
A. Unique
B. Required
C. External ID
D. None of the above

87. A customer support manager at UVC would like to implement call scripting for their call center agents. What automation tool can be used to accomplish this?
A. Workflow
B. Visual workflow
C. Lighting connect
D. Lighting process builder

Salesforce App Builder

88. UVC, multiple departments utilize the case object for different purposes. Some users submit cases for IT and HR request. Other users provide customer support with case records.How can an app builder enable different users to see different fields, based on the case type ?
A. Create different case record types for IT, HR, and Customer support. Assign different page layouts to each record type by role.
B. Create different case record types for IT, HR, and Customer support, Assign different page layouts to each record type by profile.
C. Create different case field sets for IT,HR and customer support. Assign different field sets by role
D. Create different case field sets for IT,HR and customer support. Assign different fields sets by profile

89. UVC is importing created during the import.How can these requirements be met?
A. Include a column in the import file that has either record names, Salesforce ID's , or external IDs that can be used to match records
B. When importing the file, select the "prevent Duplicates" option on the last step of the import wizard and import the file.
C. After importing all of the custom objects, review all records created and manually merge any duplicate records.
D. After importing all of the custom objects, run a duplicate check report, export the report to CSV file and run a mass delete to purge any duplicates.

90. Describe the ramifications of field updates and potential for recursion for the following scenario:If a field update for Rule1 triggers Rule2, and a field update for Rule2 triggers Rule1.
A.   The updates create a loop and the org be blocked until the admin resolves the issue
B.   The updates create a loop and the org limits for workflow time triggers per hour will likely be violated.
C.   When the second trigger is saved a Imminent Loop Error message will be displayed and the workflow rule update will not save.
D.   Loop is allowed to run 25 times within one hour. If it does not end on its own the process will be stopped by R&D.

91. A new custom object is being created with a private sharing setting. The business wants to share individual records with specific people or groups of people on a case-by-case basis.(3)
A.   Public groups
B.   Permission Sets
C.   Roles
D.   Profile
E.   Users

92. The customer service at universal containers uses a project object to track their customer projects. An app builder needs to create a relationship between the project object and related client account

record. A private sharing model is in place for both accounts and projects. Which statement is true when creating an account lookup field on the project object. Select 2.

A.   Cross object field updates between the project and account records are not supported.

B.   The account record can include roll up summary field with data from the project records.

C.   The account lookup field on the project record can be made optional.

D.   Users can only delete accounts in they have access to related project records

93. Where custom buttons can be placed? (3)

A.   Web to case

B.   Record page

C.   Personal account

D.   Related object

94. When a user creates an account report, the user does not see industry as an available field in the report builder. However, this same user is able to see in the account page layout.What scenario would cause this?

A.   The user uses a custom report type which does not include the industry field.

B.   The user does not have industry field visibility in the field level security.

C.   The industry field has no record values in the account.

D.   The industry field is not enabled for the particular record type.

95. UVC uses a custom object to track open job positions. They would like to automatically post updates on a record's feed whenever a position stage is changed. Which social feature can be used to accomplish this.

A.   Workflow rule.

B.   Auto response rule.

C.   Feed quick Action

D.   Feed tracking.

96. Opportunities, UVC would like sales reps to submit requests for approval from their sales manager. What can be used to meet Requirement?[doubt]

A.   Approval process with Apex Trigger.

B.   Process Builder with submit for approval action

C.   Two-step Approval process

D.   Approval process with Time -Dependent workflow action.

97. Universal Container want to store an area code and wants to be able to search for it in applications (apex). Which are possible fields to store the data (choose 2):

A.   Email

B.   Multi Picklist

C.   Phone

D.   Text

E.	Number

98.	What rules Opportunities ignore?(2)
A.	Assignment Rules
B.	Escalation Rules
C.	Validation Rules
D.	Workflow Rules

99.	If a data type is changed that is used for lead conversion, the lead field mapping will remain intact.
A. True
B. False

100.	UVC has deployed custom tabs through change sets, without including the profiles, to production.Which statement is true regarding to the visibility of custom tabs?
A.	Custom tabs are default off for all the users.
B.	Custom tabs are exposed for all users'
C.	Custom tabs are hidden for all users
D.	Custom tabs are default on for all the users

101.	UVC wants to provide a different view for its users when they access an account record in salesforce1 instead of in the standard web version. How can this accomplished? Select 2.
A.	By adding actions in the salesforce1 action bar section.
B.	By adding a mobile layout and assigning it to a profile.
C.	By adding Quick actions in the publisher section.
D.	By adding Visualforce pages to the mobile cards section

102.	Which statement is true when a new full sandbox is created (2)
A.	Chatter data will be copied to the sandbox by default
B.	Username will be modified uniquely for that sandboxes (
C.	Default email deliverability is set to system email only
D.	Users' email addresses will not be modified

103.	A developer has completed work in the sandbox and is ready to send it to a related org, what deployment tool should be used?
A.	Changed Sets
B.	Option 2
C.	Option 3
D.	Option 4

104.	A junction object has two master detail relationships. What happens to junction object when either associated master record is deleted?

A.   The master record can't be deleted if has a child record

B.   The record is deleted and placed in the recycle bin.

C.   The look up field on the junction object is cleared.

D.   The record is permanently deleted and can't be restored.

105. An app builder wants to show groups as the last navigation menu item in the salesforce1 mobile app. However, the app builder is not able to select groups as one of the items on the drop-down menu

A.   Groups cannot be the last item in the navigation menu

B.   Groups is showing up in the recent section and not in the navigation menu

C.   Groups is included in the smart search items but not on the navigation menu

D.   Groups is not included in the selected list of the navigation menu

106. UC has a requirement that an opportunity should have a field showing the value of its associated account's billing state. This value should not change after the opportunity has been created. What is the recommended solution to configure this automated behavior?

A.   Workflow

B.   Roll-up summary field

C.   Formula field

D.   Apex

107. All contact's mailing post code should match the account shipping postal code. How to do it

A.   Use compare operator

B.   Geolocation()

C.   Use NOT EQUAL operator

D.   Use distance()

108. Which type of membership can be defined with external objects (2)

A.   Cross-organization lookup

B.   External lookup

C.   Indirect lookup

D.   External master-detail

109. User A created a validation rule that if the Industry field field was more than 6 character it will display an error then User B created a validation rule that if the Billing account was in San Francisco it will automatically change the Industry field into Technology. What will happen to the field if you input San Francisco and the industry was change to Technology.

A.   The data will be save but industry will not be saved

B.   Validation will be ignored and Technology fully inserted

C.   The data will not be saved and display an error

D.   The data will be save but will display an error on industry

110. Universal con needs to flag leads with one or more business areas. They need to add a field to capture these to the lead records. There is no need to report on the field. What is the appropriate field type
A.   Radio buttons(multi select)
B.   Picklist (multi select)
C.   Text area
D.   Picklist

111. Universal con has purchased a lighting component on the AppExchange. Where can that component be utilized? (2)
A.   Salesforce lighting app
B.   Lightning process builder
C.   Salesforce1 mobile app
D.   Visual workflow

112. Universal con manager's internal projects by department using a custom object called projects. Only employees in the project's respective department should have view access to all of the department's project records. If an employee changes job roles and moves to another department, the employee should no longer have access to the projects within their former department. How can these requirements be met assuming the organization wide default for projects is set to private (2)
A.   By roles
B.   Create a criteria-based sharing rule using the project's department that grants access to users by permission sets.
C.   Public groups
D.   By profiles

113. When do you refresh a Sandbox?
A.   Before UAT
B.   After before
C.   When a Production user is added
D.   After a major update
https://developer.salesforce.com/docs/atlas.en-us.dev_lifecycle.meta/dev_lifecycle/lifecycle_adv_sandbox_refresh.htm

114. The Vp of sales at universal con has requested the sales reps be given access to view all accounts in salesforce. However, they've also requested the sales rep only be allowed to create new opportunities on accounts they own[doubt]
A.   Create a new opportunity quick action that validation account ownership
B.   Set the organization wide default sharing on opportunities to private and recalculate sharing
C.   Set the organization wide default sharing on opportunities to controlled by parent
D.   Create an opportunity validation rule that compares the opportunity and account owner

115. The Director of Marketing has asked the App Builder to create a formula field that tracks how many days have elapsed since a contact was sent a marketing communication. The director is only interested in whole units.

A.   Now()
B.   Today()
C.   Datevalue()
D.   Date()

116. Which statement is true about converting a lead? (3)

A.   Administrators may choose whether to enforce validation rules and triggers
B.   The lead's most recent campaign record is automatically applied to "Primary campaign source" field on the opportunity
C.   Users can convert leads that are associated with an active approval process
D.   Multi-select picklist values on lead records overwrite values on the contact's corresponding field
E.   The system automatically maps standard lead fields to standard account, contact, and opportunity fields

117. A custom field contains a feedback score which is on a scale of one to five. End users would like a visual indicator of one to five stars based on the number found in the feedback score customer field.

A.   Number
B.   Use a custom image
C.   Formula
D.   Text

118. Which report types may be used with Analytic Snapshots?(2)changed

A.   Joined
B.   Matrix
C.   Tabular
D.   Summary

119. How many charts can you embed into the account page layout?

A.   1
B.   3
C.   2
D.   4

120. A manager wants to calculate the number of days an account has been last contacted through mail. Which field should be used to achieve this?[doubt]

A.   Formula Field
B.   Number Field
C.   Date Field
D.   Rollup Summary Field….

121. An app builder has been asked to provide users a way to identify a contact's "Preferred Contact Method" directly on the Contact record. Users need to be able to identify whether a phone number or an email, is the contact's preferred communication method.

A. Picklist
B. Email
C. Formula
D. Checkboxes

122. An app builder needs to change the data types of a few custom fields. The app builder is not able to delete and recreate any of the fields, nor modify any apex code. Which data type change will require the app builder to perform additional steps in order to retain existing functionality?

A. Changing the data type of a field used in a report from text to an encrypted field
B. As an external ID from number to text
C. In an apex class from number to text
D. In lead conversion from number to text

123. A company wants to invite customers to chatter, what options can a customer have?

A. Request to join public groups
B. Mention other members of the group
C. Add them on FB,Twitter and Instagram
D. Invite other members to groups they are a part of

124. A custom object has a public read only sharing setting that does not grant access using hierarchies. A dynamic sharing rule provides write access to the object to the global marketing public group if the record is marked as global. A user creates a new record and marks it as global. Who will have write access to the record?

A. The record owner and the global marketing public group
B. The record owner and anyone above the owner in the role hierarchy
C. The global marketing public group and anyone above the owner in the role hierarchy
D. The global marketing public group, the record owner, and anyone above the owner in the role hierarchy

125. What is a true statement in regards to creating custom report types?

A. When the primary object is a custom object and is deleted, then the report type and any reports created from it must be deleted manually
B. Any object can be chosen unless the object is not visible to the person creating the report type through security settings
C. The detail object in a master-detail relationship cannot be added as a secondary object on a custom report type
D. Once a report type is saved with a standard or custom primary object, the primary object cannot be changed for the report type

126. The VP of marketing wants to broadcast an email to 10,000 contacts in salesforce on a regular basis, but realizes salesforce's mass email functionality has a limitation on the number of emails that can be sent each day

A.   Download all contacts to a CSV file and use an email client to send the emails

B.   Develop apex code and Visualforce pages to sent the emails

C.   Research and evaluate products available on appExchange to send mass emails

D.   Request salesforce increase the number of maximum daily emails

127. Universal con is setting up salesforce for the first time. Management wants the sales and marketing teams to have different navigation menus in the salesforce1 mobile app. Which option is available to an App builder to satisfy this requirement?

A.   Create mobile nav menus for both the sales and marketing profiles

B.   Create sales and marketing profiles and ensure read access to different objects

C.   Create roles for sales and marketing and assign a custom homepage layout for each role

D.   Create public groups for sales and marketing and create mobile nav menus for each group

128. UC would like to embed a chart of all related opportunities, by stage, on the account details page. Which type of report should use

A.   A summary report on the opportunity object

B.   A tabular report on the account object

C.   A tabular report on the opportunity object

D.   A summary report on the account object

129. Universal container sales reps can modify fields on an opportunity until it is closed. Only the sales operations team can modify the post close follow up date and post close followup comments fields. How to make this happen

A.   Use field-level security on page layouts to restrict editing fields

B.   Use field-level security to mark fields as read=only on the sales profile

C.   use record types with field sets and restrict editing fields using field-level security

D.   Use multiple record types, page layouts, and profiles

130. Universal Con conducts evaluations of their sales reps using a custom object consisting of numerical scores and executive comments. The company wants to ensure that only the sales reps, their managers, and their managers' executives can view the rep's evaluation record, but the reps should not be able to view the executive comment field on their review

A.   Use a private sharing model granting record across using hierarchy, manage field access with record types and field-level security

B.   Use a private sharing model granting access using customer settings, manage field access with page layouts and field-level security

C.   Using custom settings, manage field access with record types and page layouts

D.   Hierarchy, managefield access with field-level security

131. Universal con needs a field on the account to track how many opportunities are closing within the next 30 days. What can be used?[doubt]

A.   Workflow rule

B.   Roll-up summary field

C.   Process builder

D.   Apex code

132. UC would like to automatically assign a specific permission set to new users. How can they do that?[doubt]

A.   Create a workflow rule on the user object to assign a permission set

B.   Create a flow on the user object to assignpermission set

C.   Create a lighting process on the user object to launch a flow

D.   Option 4

https://automationchampion.com/2014/07/18/automatically-add-permission-sets-to-new-user/

133. Which developer tool can be used to create a data model? (Choose 2)

A.

Schema Builder

B.

Force.com Data Loader

C.

Application Data Model Wizard

D.

Force.com IDE

134. T/F You need a personal social account in order to see social account data

A.

True

B.

False

135. T/F You can use social accounts to import data into salesforce

A.

True

B.

False

136. Which social networks are available in the Lightning Experience and Salesforce1? (select all that apply)

A.   Facebook

B.   Twitter

C.   LinkedIn

D.   Klout

137. In order to create an App Launcher component in Lightning what must an admin do?

A.   Contact Salesforce to have the component activated for the Lightning App Builder.

B.   Navigate to Setup-Customize-User Interface to enable the component for the Lightning App Builder.

C.   Purchase a license for the Lightning App Builder.

D.   Join the pilot Lightning App Builder team.

138. You can create global actions to let users create which of the following records? (choose three)Changed

A.   Event (without invitees)

B.   Opportunity

C.   Question

D.   Users

E.   Chatter Posts

F.   Products

139. What standard Chatter actions (Post, File, Link, Poll, and Thanks) appear on the user profile page, regardless of the actions in the User page layout? (choose three)

A. Post

B. File

C. Poll

D. Create

E. Email

140. You have created a workflow rule to send an email in your configuration sandbox. For some reason it is not working, what should you

A. You have the correct email address

B. HTML does not work in sandbox, make sure your email has no HTML

C. Check the deliverability settings

D. Look at the system audit trail

141. What is true when a field update is set to re-evaluate the workflow rule? Choose (3)

A.   In a batch update, workflow is only retriggered on the entities where thereis a change

B.   Only workflow rules on the same object as the initial field update will be re-evaluated and triggered.

C.   Only workflow rules that didn't fire before will be re-triggered.

D.   Cascade of workflow rule re-evaluation and triggering can happen up to ten times after the initial field update that started it.

E.   Any workflow rules whose criteria are met as a result of the field update will be ignored.

142. T/F The results of a field update can't trigger additional rules such as validation, assignment, auto-response, or escalation rules.
A. True
B. False

143. Universal con has purchased a lighting component on the AppExchange. Where can that component be utilized? (Choose 2)

A. Lightning process builder

B. Salesforce1 mobile app

C. Salesforce lighting app

D. Visual workflow

Q1. Which of the following options are true about time based workflows? (select one or more)

1. **It allows actions to be triggered after a delay.**
2. It allows actions to be executed immediately
3. It can be set with any evaluation criteria
4. It cannot be executed when evaluation is set to " Every time a record is created or updated"
5. It allows to execute Apex code.

Q2. UVC is importing 1000 records into salesforce. They want to avoid any duplicate records created during import. How can be these requirements met? (Select one)

1. After importing all of the custom objects, review all records created and manually merger or delete those records
2. After importing all of the custom objects, run a duplicate check report, export to a CSV and mass delete to purge any duplicates
3. Include a column in the import file that has either record names salesforce ids or external ids that is used to march records
4. When importing the file select the prevent duplicates option on the last steps of the import wizard

Salesforce App Builder

1. The import wizards only allow values to be import into a dependent picklist. If they match the appropriate controlling field
2. Checkbox fields can be controlling fields or dependent fields
3. Custom picklist fields can be either controlling or dependent fields
4. Standard and custom picklist fields can be dependent fields
5. Mutli select picklist fields can be dependent picklist but not controlling fields

Q4. Which statements about records types are true?

Select one or more
1. Record types can be used to define picklist values availabity for a given field
2. Record types can be assigned at user level
3. The ability to create records of a specific record type is determined by the profile
4. Record types can only be assigned to one profile at a time

Q5. The head of customer services wants you to build a single dashboard that shows the number of cased and the number of internal tickets. However the internal ticketing system is not salesforce. With which dashboard component type can you achieve this goal?[doubt]

Select One

1. Table
2. Visual force page
3. Metric
4. Chart

Q6. What are the features of process builder?
Select one or more

1. Auto submit record to approval process
2. Update child records from parent
3. Update parent record from child
4. Create a trigger
5. Delete a record

Salesforce App Builder

Q7. It is required to define an update payment feature of a custom object. Which users can access on salesforce. Clicking the update payment must allow the user to update the status field on custom objects as well as enter commands. What is the best tool you have to achieve this ?

Select one

1. Detail page b button
2. Detail page links
3. Visual force
4. Quick actions

Q8. Which of the following feed items for a records appears when a user creates the record by using an object specify create action?
Select one or more:

1. In the chatter feed of the user who created the record
2. In the chatter feed of the first user who follows the record on which the record was created
3. In the user profile feed for all users who can view the record
4. In the feed for the record in which the new record was created.
5. As the first entry in the feed for the new record

Q9. Which details are displayed for social accounts and contacts?[doubt]

Select one

1. Every user will see the same details
2. Each user will see different details depending on how they are connected
3. The details displayed can be configured by an administrator
4. The details displayed depend on the user profile

Q10. An app builder has created a report for salespeople to view records from a custom object. Someone complained they are unable to see all of the appropriate records. What steps should be taken to ensure date visibility with the report?

Select one or more

1. Check organization wide defaults
2. Check the report folder sharing settings
3. Check sharing rules

4. <mark>Check report filters</mark>
5. Check the user's profile for object settings.

Q11.Which of the following statements are true with regards to field update actions from workflow rules and approval process?
Select one or more:

1. Field updates to records based on workflow rules and approval process trigger validation rules
2. Field updates are not available on currently fields if the organization users multi currently
3. <mark>Field updates with "Reevaluate workflow rules" selected can cause a recursive loop if the update field is included in a workflow</mark>
4. Field updates are tracked in the history related list of a record whether or not history is set of those fields
5. <mark>Fields updates to records based on workflow rules and approval process do not rigger validation rules.</mark>

Q12. You have defined a workflow on account that updated the value of "Is Active" to "True". When payment status field is changed to Paid. You have also another workflow that update payment status field to paid when transaction status field is changed to success.
Select one

1. Only the first workflow is triggered
2. Both workflows are triggered
3. Only the second workflow is triggered
4. <mark>Depends if the first workflow has the reevaluate workflow rules after field change checkbox set.</mark>

Q13. In order to delete a record approved by a user. Smith what solution should an app bulder suggest?
Select one:

1. Approval with wokflow
2. Process builder
3. <mark>Approval with apex trigger</mark>
4. Workflow

Q14. You have created a Sales Dashboard for the head of sales and all sales representatives have access to it. All sales representatives can see all data, even though they don't normally have access to it. Howe can you make sure the users will only see data within the existing dashboard they have the right to see?
Select one:

1) Not possible

2) Run the dashboard as logged in user
3) Change the dashboard folder settings
4) Run the dashboard as specified user

Q15. Which of these actions are execute after a reevaluated workflow?
Select one or more

1. Previously fired workflow rules
2. Criteria based sharing rules
3. Cross object workflow rules
4. Active escalations rules
5. Active validation rules

Q16. A custom object has a public read only setting that does not grant access using hierarchies. A dynamic rule provides access to the object to the global marketing public group if the record is marked as global whenever user creates new and marks it as Global. Who will have write access to the record?
Select one:

1. The global marketing public group the record owner and anyone above the owner in the role hierarchy
2. The record owner and anyone above the owner in the role hierarchy
3. The global marketing public group and anyone above the owner in the role hierarchy
4. The record owner and the global marketing public group

A17. The customer service team at universal container user custom project object to track their customer projects. App builder needs to create a relationship between the project object and the related client account record. A private sharing model is in place for both accounts and projects. Which of the following statements are true with regard to creating an account lookup field on the project object?[doubt]

Select one or more:

1. Cross object field updated between the project and account records are not supported
2. Users can only delete accounts if they have access to related project records
3. The account record can include rollup summary fields with date from the project records
4. If account record is deleted all the related project records would be deleted
5. The account lookup field on the project record can be made optional

Q18. Which of the following options is true regarding the salesforce1 navigation menu?

Select one or more:

1. The order of the items can be selected by the user
2. ==The order of the objects in the recent section can be customized by the administrator==
3. ==The first item in the list becomes the salesforce1 landing page==
4. The order of the items can be selected by the administrator

==Q19. As a developer at global insurance you have determined that you need to store the following types of information prospect, customers, polices, claims and benefits. Which of the following statement is true in this situation?==

Select one:

1. Customer could be stored in the account started object, but all other data would require custom objects
2. Custom objects would need to be created to store this data.
3. Standard objects could store all of the required data.
4. A ==mixture of standard and custom objects would be required.==

Q21. Which of the following objects are a part of Sales cloud ?

1. ==Account==
2. ==Contact==
3. ==Opportunity==
4. Case
5. Solution

1. Which Objects can be a member of Campaign?
   a. Account
   b. ==Contact==
   c. ==Lead==
   d. Case
   e. Opportunity
   f.
2. Universal System uses Salesforce to manage expense reportsuses Salesforce to manage expense reports. If an expense request is approve the payment system needs to be updated so that the reimbursement can be done. What is the best way to achieve this?
   a. Use process builder to send an API message
   b. Create a visual force page that includes a button to send an API message to the Payment system
   c. Create a trigger to send an API message when the approval request is approved
   d. ==Create an outbound message action send to the payment system==
3. Which opportunity standard fields are available to be configured directly? (select one or more)

     a. <mark>Stage</mark>

     b. Forecast Category

     c. Annual Revenue

     d. <mark>Type</mark>

     e. <mark>Lead source</mark>

4. The VP of Account Management at Universal Containers has requested that all contact's mailing poster code should match the associated account's shipping postal code. How this can be enforced using validation rules?

     a. <mark>Create a validation rule using a NOT Equal Operator</mark>

     b. Create a validation rule using the GEOLOCATION () Function.

     c. Create a validation rule using a compare operator.

     d. Create a validation rule using the DISTANCE () Function.

5. Global Insurance will use Salesforce to collect lead information from different sources. The information collected about a lead will vary greatly depending on the lead's interest in life insurance or business insurance. What features would you suggest to use to configure salesforce in this situation?

     a. Custom Object

     b. VisualForce Pages

     c. <mark>Record Types</mark>

     d. Tab Setting

6. A junction object has two master detail relationships. What happens to the junction object when either associated master record is deleted?

     a. The lookup field on the junction object is cleared

     b. The master record can't be deleted if has a child record

     c. <mark>The record is deleted and placed in recycle bin.</mark>

     d. The record is permanently deleted and can't be restored

7. What details are displayed in Social Account and Contacts?

     a. Every user will see the same details

     b. <mark>Each user will see different details depending on how they are connected</mark>

     c. The details displayed can be configured by an administrator

     d. The details displayed depend on the user's profile.

8. An App builder has created a report for salespeople to view records from the custom object. Someone complained they are unable to see all the appropriate records. What steps should be taken to ensure data visibility within the report?(Select one or more)

     a. <mark>Check organization wide defaults.</mark>

     b. Check the report folder sharing settings

     c. <mark>Check sharing rules</mark>

     d. <mark>Check report filters</mark>

     e. Check the user's profile for object setting

9. The head of customer service wants you to build a single dashboard that shows the number of cases and the number of internal tickets. However, the internal ticketing system is not Salesforce. With which dashboard component type can you achieve this goal?

     a. Table

     b. <mark>Visual Force pages</mark>

c. Chart
d. Metric

10. Universal container is importing 1000 records into Salesforce. They want to avoid any duplicate records created during import. How can be these requirements met?
    a. When importing the files, select the "Prevent Duplicates' option on the last step of the import wizard.
    b. Include the column in the import file that has either record names, Salesforce IDs or External IDs that is used to match records
    c. After importing all the custom objects, run a duplicate check report, export the report to a CSV and mass delete to purge any duplicates.
    d. After importing all of the custom objects, review all the records created and manually merger or delete those records

11. Universal System require that some specific opportunities be collaborated on by multiple regional Sales Managers so that they are closed efficiently. Collaborating on an opportunity is an adhoc decision taken by a regional sales manager, and there is no common criteria to determine such opportunities. What features of salesforce would help achieve this use case?
    a. Roles
    b. Sharing Rules
    c. Programmatic Sharing
    d. Manual Sharing

12. Universal Container has custom object called "house" that is related to the Opportunity object. The house object has a square feet field. There can be multiple house related to an opportunity. There is a requirement to show that total square of all the houses on the opportunity. How an app builder would meet this requirement?
    a. Apex Code
    b. Master Detail relationship
    c. Formula Field
    d. Lookup Relationship

13. UVC is rolling out a new customer service process. Customer Service Manager will need to edit case for their sub-ordinates, but no cases for other groups, managers and user should be able to view all the cases. What are the recommended solutions to configure this? (select one or more)
    a. Create criteria based sharing rule
    b. Set organization wide sharing defaults to public read/only
    c. Provide system admin profile to managers
    d. Set organization wide sharing defaults to private
    e. Create standard role hierarchies

14. A custom object has a custom URL field named "Link" that is populated by a third party integration. This field uses http: to populate the url link. A developer would like to convert the http: portion of the url to https: maintaining the remaining url information. What function will achieve this?
    a. INCLUDE function
    b. SUBSTITUTE function
    c. REPLACE function
    d. CHANGE function

15. What Standard chatter actions (Post, File, Link, Poll and Thanks) appear on the user profile page, regardless of the action in the user page layout?
    a. Email
    b. Post
    c. File
    d. Create
    e. Poll

16. UVC wants to provide a different view for its users when they access an account record in salesforce1 instead of in the standard web version. How can this accomplished? (select one or more)
    a. By adding visualforce pages to the mobile cards section
    b. By adding action in salesforce1 tab section
    c. By adding action in salesforce1 action bar section
    d. By adding a mobile layout and assigning it to a profile
    e. By adding a quick action in the publisher section

17. Representative at Universal Containers use Salesforce to record information for new leads. When new prospects are added, an outbound message is sent to SAP with the lead information. Which automation process will accomplish this without writing any code?
    a. Design an Approval process that sends an outbound message upon approval
    b. Create a process using Lightening process builder to send the outbound message
    c. Use visual workflow to create a wizard that will send an outbound message
    d. Create a workflow rule with an outbound message as the action

18. Universal system has three kind of users – Marketing users, Sales users and Executive users. Marketing users must not have access to any kind of opportunity data. While sales users must not have access to any kind of lead data. How should this be configured in there salesforce instance?(Select one)
    a. Use object settings on profile
    b. Use assigned app setting on profile
    c. Use object setting on role
    d. Use assigned app settings on role

19. You are asked to configure Salesforce in such a way that if Account status is marked as "inactive", all associated contact statuses should also be automatically marked as "inactive'. To meet this requirement, you could use all of the following except_____(Select One)
    a. Apex Code
    b. Process Builder
    c. Visual workflow
    d. Workflow

20. Universal Containers would like to examine their sales by region and country. Therefore, they need a sub total at country level for their sales data report. Considering this case, what should be the format Sales data report?(Select one)
    a. Joined
    b. Tabular
    c. Matrix
    d. Summary

21. Identify the types of fields that can be referenced by a rollup summary filed using SUM.(Selct 1 or more)
    a. Formula
    b. Number
    c. Currency
    d. Percent
    e. Date

22. Person accounts allocate for storage in both Account and Contacts table. Sate True or False.
    a. True
    b. False

23. What tools you need to use to migrate metadata to two different production organization?(Select 1 or more)
    a. Force.com IDE
    b. Change set
    c. Force.com Migration tool
    d. Unmanaged package
    e. Data Loader

24. In what order does salesforce process the following rules?
    I. Assignment Rules
    II. Auto response Rules
    III. Escalation Rules
    IV. Validation Rules
    V. Workflow Rules
    (Select one)

    Answer: iv, I, ii, v, iii

25. A developer has created a calculated cost field on the opportunity Product object. There is a requirement to display the total calculated cost on the opportunity. The developer wants to meet this requirement with the roll up summary field . Identify the correct option with regard to the situation.(Select one or more)
    a. The requirement can be met with a roll up summary field, if the formula only refers to fields in the opportunity product object.
    b. The requirement cannot be met with the roll up summary field, it is not possible to roll up a formula field.
    c. The requirement can be met with a rollup summary field. If the formula does not contain the NOW or TODAY function.
    d. The requirement can be met with a rollup summary field, if the formula is created using Apex code

26. Which statement about record type are true?(Select one or more)
    a. Record type can only be assigned to one profile at a time.
    b. Record type can used to define pick list values available for a given field.
    c. The ability to create records of a specific record type is determined by the profile.
    d. Record types cab be assigned at user level

27. Universal Containers has a requirement that an Opportunity should have a field showing the value of its associated account's billing state. This value should not change after the opportunity has been created. What is the recommended solution to configure this automation behavior?(Select one)
    a. Apex
    b. Workflow
    c. Rollup summary field
    d. Formula Field

28. Dan is considering the requirement to ensure that the value in a custom field 'Source Country' on the order object is validated against the standard list of ISO countries that are valid for the particular type of order, when the order is saved. What is the best way to achieve this requirement?(Select one)
    a. Create a before trigger and validate the value using APEX code
    b. Create a validation rule using the VLOOKUP function
    c. Create a validation rule using a CASE statement

29. Universal Containers needs to flag Leads with one or more business areas. They need to add a field to capture the Lead Record. There is no need to report on this field. What is the appropriate field type?(Select One)
    a. Radio button
    b. Test area
    c. Pick list
    d. Picklist (Multiselect)

30. Which of the following statements are true with regards to an external id field? Select one or more
    a. The field must contain at least one number and at least one letter
    b. The field contains unique record identifiers from a system outside of salesforce
    c. The field must be unique since duplicates are not allowed within Salesforce
    d. Currency field can be used as external Id
    e. The field can be unique based on case sensitive or case insensitive value

31. Universal containers needs to update a field on an account when Opportunity Stage is changed to closed. What can be used to accomplish this requirement?(Select one or more)
    a. Auto Response Rules
    b. Assignment Rules
    c. Lightning Process builder
    d. Workflow Rule
    e. Approval Process

32. Sam a Salesforce developer is trying to limit contact record visibility using the role hierarchy. While testing, he is not able to see any data visibility restrictions that should have been imposed by the role hierarchy. What could be a reason?(Select one or more)
    a. Sam's profile has view ALL permission for contact object
    b. Sam's Role has view ALL Data permission
    c. Sam's profile does not have role hierarchy permission
    d. Sam's profile has view all data permission

Salesforce App Builder

33. "Stock Symbol" is a custom field on the Account object. What is the best way to make this field appear on Contact detail page layout?
    a. Roll-up Summary field
    b. Lookup field
    c. **Formula field**
    d. Parent field
    e. Requires Apex code

34. What is a feature that can extend record access beyond the organization? (Select one)
    a. **Criteria-Based Sharing Rules**
    b. Owner-Based sharing rules
    c. Dynamic role hierarchy
    d. Public or private groups

35. Which of the following objects are part of Sales Cloud? Select one or more
    a. **Account**
    b. **Contact**
    c. Case
    d. **Opportunity**
    e. Solution

36. You can use social accounts to import data into salesforce?
    a. True
    b. **False**

37. UC has separate business requirements for Consumer and Business Opportunities. The sales team works with both types of Opportunities. The app builder created two record types on the Opportunity object (select one ore more)
    a. **Enable field validation by sales process**
    b. **Specify a different page layout by sales process**
    c. Merge Two record types
    d. Prevent access to secure data fields by sales process.
    e. Create unique Opportunity stages by sales process

38. Universal Containers would like to see a Red/Yellow/Green Traffic Light representation on the opportunity detail page based on the value in the opportunity probability field. What would you use to achieve this?(Select One)
    a. Rich Test Area
    b. **Formula Field**
    c. Master Detail Relationship
    d. Lookup Relationship

39. The director of customer service wants to know when agents are overwhelmed with high priority item queue. The Director wants to receive a notification when a new case is opened with the status of "New" during business hours. Which of the following automation processes could be used to accomplish this?(Select one or more)
    a. Batch apex
    b. **Scheduled apex**

      c. ==Lightning Process builder==
      d. Escalation Rules

40. Universal Containers wants to streamline its data capture process by linking fields together. They wish to do this so that the available values on the dependent field are driven by values selected on controlling field. Which of the following consideration support the stated requirement?(Select one or more)

      a. ==Import wizard only allows value to be imported into dependent pick list, if they match the appropriate controlling field.==
      b. ==Custom Pick list fields can be either controlling or dependent fields==
      c. Standard and custom Pick list fields can be depend fields
      d. ==Checkbox fields cab be controlling fields but not dependent fields.==